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## Indonesia

# **OILSEEDS AND PRODUCTS ANNUAL**

# **Annual Report 2009**

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## **Report Highlights:**

Indonesia will continue as the largest producer of CPO, with the production increasing 4 percent in MY 2009. U.S. soybean imports are forecast to grow 20 percent.

#### **Executive Summary:**

- Despite the drop in CPO price, the expansion is forecast to continue and Indonesia will remain the world's largest CPO producer.
- U.S. soybeans remain the market leader for imported soybeans, occupies about 95 percent of imported soybeans for food-use.
- Biodiesel production is forecast to continue to grow due to the Minister of Energy and Natural Resource mandating of a minimum of 1 percent biodiesel.
- The global economic crisis and higher commodity prices did not impact total Indonesian soybean import. Though uncertainty created by government action did effect timing.

#### **Commodities:**

Oilseed, Soybean Oilseed, Peanut Meal, Soybean Meal, Palm Kernel Oil, Palm Oil, Palm Kernel Oil, Coconut

#### **Production:**

MY 2009 Indonesian soybean production is forecast to remain at 800,000 tons because planted area will remain the same. Farmers prefer to grow corn due to its higher selling price and the government support of subsidies for seeds and other inputs.

Peanut consumption is forecast to decrease due to the impact of the global economic crisis. Consumer purchasing power is reduced, so less expensive snacks are preferred. Peanuts tend to be featured in pre-packaged snacks, which are more expensive snacks purchased from street vendors.

South American soybean meals are preferred for their protein content and price. Most meal is used for poultry and fisheries. U.S. soybean meal occupies about 3 percent of market share. Reversing last year, soybean meal imports are forecast to grow about 5 percent to 2.6 million tons in MY 2009. Despite the global financial crisis, Indonesia's economy is forecast to grow about 4 percent, so consumption of protein from animals will grow, though not at the rate seen in previous years.

Palm kernel meal is used mostly for cattle feed in CPO estates surrounding area, but also for self-generating electricity in the estates. Parallel with the increase of palm oil production, palm kernel production in MY 2009 is expected to increase to 2.8 million tons.

CPO is an important foreign exchange earner for Indonesia and contributes to the economy in rural areas. With current level of production, Indonesia continues to be the largest edible oil producer.

CPO production in MY 2009 is forecast to continue its growth due to regular replanting. It is forecast to grow about 5 percent to 20.4 million tons in MY 2009. Domestic consumption for cooking oil is relatively steady in the last few years with slight growth, reflecting about 20 percent of the total supply. Even if biodiesel plants run at their capacity of about 2.5 million ton, it will not create a situation where CPO for fuel use would interfere with CPO for food use.

Palm Kernel Oil production is forecast to increase in line with the increase in CPO production. Most PKO is for export and goes to the personal care industry.

Coconut oil consumption and production will increase due to consumer interest in it as a healthy alternative.

#### **Consumption:**

The global economic crisis and higher commodity prices did not impact total Indonesian soybean imports. Though uncertainty created by government action did effect timing. Soybeans are an important affordable protein supply for most Indonesian people. U.S. imported soybeans are preferred for tempe and tofu because of the color, texture and other characteristics. U.S. soybeans account for 85 percent of total Indonesian imports and 95 percent of imported soybeans for food-use. Argentina provides rest of the food-use soybeans.

In MY 2009, U.S. soybean imports are forecast to grow about 20 percent over marketing MY 2008. When the price of soybeans increased in 2008, GOI removed the VAT and import tax temporarily on soybeans for 3 months and then would consider extending the removal for longer period, creating the uncertainty for importers. Major Indonesian soybean importers were unable to take advantage of the VAT and import tax removal, because they could not divert shipments to Indonesia before it was reinstated. However, some smaller importers were able to take advantage of the government action.

Peanuts consumption is forecast to decrease due the impact of global economic crisis. Consumer purchasing power is reduced, so less expensive snacks are preferred. Peanuts tend to be featured in pre-packaged snacks, which are more expensive than less expensive alternatives.

The fluctuation in prices did not significantly impact the larger plantations. Current prices are still comfortably above their breakeven. Smaller holder plantation owners benefitted from the price increase, but since their costs are as much as 40 percent above the larger plantations, they felt the drop more. When the CPO prices drop below their breakeven, they will not hire helps during harvest and will replant with lower quality seeds.

The high price of CPO and the lack of government subsidy on mandate of biodiesel use in 2008 discouraged biodiesel production in 2008. GOI mandated that diesel must have a minimum of 1 percent biodiesel. So, production is expected to increase in MY 2009.

#### **Policy:**

In March 2009, GOI launched the Minyak Kita program (literally translated as "Our Oil"). Large CPO producers can provide cheaper oil as part of their Corporate Social Responsibility to help the low income households. However, the program will not impact total domestic consumption, because the program only to seeks to maintain the retail price of oil at current level. Reportedly there are 24 participating companies in this program and GOI expects more companies will join.

GOI currently is not imposing a tax on CPO. In the past, an export tax was exposed when GOI seeks to maintain domestic supply and prices or over currency exchange concerns. With the lower price of CPO and the success of the Minyak Kita program, GOI decided to consider rescinding the tax.

## **Production, Supply and Demand Data Statistics:**

	2007		2008			2009		
Oil, Palm Indonesia	2007/200		2008/2009	9	2009/2010			
	Market Year Begin	Market Year Begin: Oct 2007			Oct 2008	Market Year Begin: Oct 2009		
	Annual Data Displayed	New Post	Annual Da Displayed	ita	I NEW POST	Annual Da Displayed		Jan
		Data			Data			Data

Area Planted	0	5,900	5,900	0	6,500	6,500	7,200	(1000 HA)
Area Harvested	0	4,200	4,200	0	4,500	4,500	5,000	(1000 HA)
Trees	0	796,500	796,500	0	850,000	850,000	920,000	(1000 TREES)
Beginning Stocks	1,127	986	1,127	1,141	916	1,100	1,250	(1000 MT)
Production	18,300	17,900	18,000	19,700	18,700	19,500	20,400	(1000 MT)
MY Imports	20	15	20	20	10	10	20	(1000 MT)
MY Imp. from U.S.	0	0	0	0	0	0	0	(1000 MT)
MY Imp. from EU	0	0	0	0	0	0	0	(1000 MT)
Total Supply	19,447	18,901	19,147	20,861	19,626	20,610	21,670	(1000 MT)
MY Exports	13,505	13,500	13,505	14,600	14,000	14,800	15,300	(1000 MT)
MY Exp. to EU	1,900	1,500	1,700	1,900	1,400	1,600	2,200	(1000 MT)
Industrial Dom. Cons.	710	400	400	755	350	475	785	(1000 MT)
Food Use Dom. Cons.	4,006	4,000	4,000	4,110	4,000	4,300	4,500	(1000 MT)
Feed Waste Dom. Cons.	85	85	80	85	85	85	85	(1000 MT)
Total Dom. Cons.	4,801	4,485	4,480	4,950	4,435	4,560	5,370	(1000 MT)
Ending Stocks	1,141	916	1,162	1,311	1,191	1,250	1,000	(1000 MT)
Total Distribution	19,447	18,901	19,147	20,861	19,626	20,610	21,670	(1000 MT)
CY Imports	5	5	5	5	5	5	5	(1000 MT)
CY Imp. from U.S.	0	0	0	0	0	0	0	(1000 MT)
CY Exports	13,350	12,000	13,350	14,850	13,000	14,500	15,000	(1000 MT)
CY Exp. to U.S.	0	0		0	0			(1000 MT)
TS=TD			0			0	0	

		2007			2008		200	9
	20	07/2008		2	2008/2009		2009/2	010
Oil, Palm Kernel Indonesia	Market Yea	r Begin:	Oct 2007	Market Ye	ar Begin:	Oct 2008	Market Year Be	gin: Oct 2009
indonesia	Annual Data Displayed			Annual Data Displayed	9	New Post	Annual Data Displayed	Jan
			Data			Data		Data
Crush	4,688	4,630	4,650	5,110	4,985	4,985		5,480
Extr. Rate, 999.9999	0.	0.	0.4409	0.	0.	0.4213		0.438
Beginning Stocks	0	53	0	56	80	80		90
Production	2,055	2,015	2,050	2,240	2,100	2,100		2,400
MY Imports	3	3	0	2	0	0		0
MY Imp. from U.S.	0	0	0	0	0	0		0
MY Imp. from EU	0	0	0	0	0	0		0
Total Supply	2,058	2,071	2,050	2,298	2,180	2,180		2,490
MY Exports	1,386	1,250	1,300	1,485	1,300	1,300		1,550
MY Exp. to EU	550	550	550	550	550	550		550
Industrial Dom. Cons.	526	651	580	620	690	690		720
Food Use Dom. Cons.	90	90	90	120	90	100		100
Feed Waste Dom. Cons.	0	0	0	0	0	0		0
Total Dom. Cons.	616	741	670	740	780	790		820
Ending Stocks	56	80	80	73	100	90		120
Total Distribution	2,058	2,071	2,050	2,298	2,180	2,180		2,490
CY Imports	2	3	0	2	3	0		0
CY Imp. from U.S.	0	0	0	0	0	0		0
CY Exports	1,300	1,225	1,250	1,535	1,225	1,250		1,400

(1000 MT) (PERCENT) (1000 MT) (1000 MT)

CY Exp. to U.S.	0	0		0	0			
TS=TD			0			0		0

(1000	MT)
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		2007			2008		20	09	
	2	2007/2008			2008/2009		2009/	2010	
Oil, Coconut Indonesia	Market Ye	ear Begin:	Oct 2007	Market Y	ear Begin:	Oct 2008	Market Year Bo	egin: Oct 2009	
indonesia	Annual Data Displayed	9	New Post	Annual Dat Displayed	a	New Post	Annual Data Displayed	Jan	
			Data			Data		Data	
Crush	1,457	1,425	1,457	1,550	1,500	1,550		1,600	(1000 MT)
Extr. Rate, 999.9999	1.	1.	0.6177	1.	1.	0.6129		0.6125	(PERCENT)
Beginning Stocks	49	15	49	40	20	40		40	(1000 MT)
Production	900	900	900	950	940	950		980	(1000 MT)
MY Imports	1	10	1	1	10	1		1	(1000 MT)
MY Imp. from U.S.	0	0	C	0	0	0		0	(1000 MT)
MY Imp. from EU	0	0	C	0	0	0		0	(1000 MT)
Total Supply	950	925	950	991	970	991		1,021	(1000 MT)
MY Exports	718	590	718	630	620	630		650	(1000 MT)
MY Exp. to EU	165	165	165	165	170	165		170	(1000 MT)
Industrial Dom. Cons.	82	110	82	111	120	111		121	(1000 MT)
Food Use Dom. Cons.	110	205	110	210	210	210		200	(1000 MT)
Feed Waste Dom. Cons.	0	0	C	0	0	0		0	(1000 MT)
Total Dom. Cons.	192	315	192	321	330	321		321	(1000 MT)
Ending Stocks	40	20	40	40	20	40		50	(1000 MT)
Total Distribution	950	925	950	991	970	991		1,021	(1000 MT)
CY Imports	1	10	1	1	10	1		1	(1000 MT)
CY Imp. from U.S.	0	0	C	0	0	0		0	(1000 MT)
CY Exports	718	590	718	630	0	0		0	(1000 MT)
CY Exp. to U.S.	0	0	C	0	0	0		0	(1000 MT)
TS=TD			C			0		0	

		2007			2008		200	9
	2	007/2008			2008/2009		2009/2	2010
Meal, Soybean Indonesia	Market Ye	ar Begin:	Oct 2007	Oct 2007 Market Year Beg		Oct 2008	Market Year Be	gin: Oct 2009
indonesia	Annual Data Displayed			Annual Dat Displayed	ta	New Post	Annual Data Displayed	Jan
			Data			Data		Data
Crush	0	0		0	0			
Extr. Rate, 999.9999	0.	0.	0.	0.	0.	0.		0.
Beginning Stocks	50	40	50	59	49	60		70
Production	0	0		0	0	0		0
MY Imports	2,429	2,300	2,429	2,450	2,400	2,450		2,600
MY Imp. from U.S.	100	50	80	100	50	90		100
MY Imp. from EU	1	0		1	0	1		1
Total Supply	2,479	2,340	2,479	2,509	2,449	2,510		2,670
MY Exports	1	1		1	0	1		1
MY Exp. to EU	0	0		0	0	0		0
Industrial Dom. Cons.	0	0		0	0	0		0

(1000 MT)
(PERCENT)
(1000 MT)

Food Use Dom. Cons.	0	0		0	0	0	0
Feed Waste Dom. Cons.	2,419	2,290	2,419	2,443	2,385	2,439	2,609
Total Dom. Cons.	2,419	2,290	2,419	2,443	2,385	2,439	2,609
Ending Stocks	59	49	60	65	64	70	60
Total Distribution	2,479	2,340	2,479	2,509	2,449	2,510	2,670
CY Imports	2,400	2,100	2,400	2,450	2,200	2,450	2,500
CY Imp. from U.S.	100	50	100	100	50	90	100
CY Exports	1	1	1	1	0	0	0
CY Exp. to U.S.	0	0	0	0	0	0	0
SME	2,419	2,290	2,419	2,443	2,385	2,439	2,609
TS=TD			0			0	0

(1000 MT) (1000 MT)

		2007			2008		200	9
	20	07/2008	3		2008/2009	•	2009/2	2010
Meal, Palm Kernel Indonesia	Market Yea	r Begin:	Oct 2007	Market Y	ear Begin:	Oct 2008	Market Year Be	gin: Oct 2009
indonesia	Annual Data Displayed		New Post	Annual Data Displayed		New Post	Annual Data Displayed	Jan
			Data			Data		Data
Crush	4,688	4,630	4,630	5,110	4,985	4,985		5,480
Extr. Rate, 999.9999	1.	1.	0.5184	1.	1.	0.5015		0.5109
Beginning Stocks	15	15	15	15	45	45		45
Production	2,455	2,400	2,400	2,727	2,500	2,500		2,800
MY Imports	0	0	0	0	0	0		0
MY Imp. from U.S.	0	0	0	0	0	0		0
MY Imp. from EU	0	0	0	0	0	0		0
Total Supply	2,470	2,415	2,415	2,742	2,545	2,545		2,845
MY Exports	2,015	1,950	1,950	2,232	2,000	2,000		2,200
MY Exp. to EU	600	600	600	600	600	600		600
Industrial Dom. Cons.	0	0	0	0	0	0		0
Food Use Dom. Cons.	0	0	0	0	0	0		0
Feed Waste Dom. Cons.	440	420	420	465	500	500		590
Total Dom. Cons.	440	420	420	465	500	500		590
Ending Stocks	15	45	45	45	45	45		55
Total Distribution	2,470	2,415	2,415	2,742	2,545	2,545		2,845
CY Imports	0	0	0	0	0	0		0
CY Imp. from U.S.	0	0	0	0	0	0		0
CY Exports	1,900	1,900	1,900	2,200	1,900	1,900		0
CY Exp. to U.S.	0	0	0	0	0	0		0
SME	157	149	149	165	178	178		210
TS=TD			0			0		0

(1000 MT) (PERCENT) (1000 MT) (1000 MT)

		2007	2008					2009		
		2007/2008	}		2008/2009		2009/2010			
Oilseed, Soybean Indonesia	Market Y	ear Begin:	Oct 2007	Market Year Begin: Jun 2008 Ma				et Year Begin: Oct 2009		
ilidottesia	Annual Da Displayed	ta	New Post	Annual Da Displayed	ta	New Post	Annual [ Displaye	Data ed	Jan	
			Data			Data			Data	
Area Planted	650	650	650	650	650	650		650	650	

(1000 HA)

Area Harvested	600	600	600	620	620	620	620	620
Beginning Stocks	139	95	139	50	96	96	100	100
Production	780	780	780	800	800	800	800	800
MY Imports	1,200	1,600	1,370	1,300	1,400	1,400	1,800	1,800
MY Imp. from U.S.	1,100	1,450	1,200	1,200	1,300	1,300	1,700	1,700
MY Imp. from EU	0	0	0	0	0	0	0	0
Total Supply	2,119	2,475	2,289	2,150	2,696	2,296	2,700	2,700
MY Exports	2	1	0	2	0	0	0	0
MY Exp. to EU	0	0	0	0	0	0	0	0
Crush	0	0	0	0	0	0	0	0
Food Use Dom. Cons.	2,025	2,335	2,473	2,033	2,521	2,161	2,450	2,450
Feed Waste Dom. Cons.	42	43	50	35	50	35	50	50
Total Dom. Cons.	2,067	2,378	2,189	2,068	2,571	2,196	2,550	2,550
Ending Stocks	50	96	100	80	125	100	150	150
Total Distribution	2,119	2,475	2,289	2,150	2,696	2,296	2,700	2,700
CY Imports	1,250	1,350	1,300	1,300	1,500	1,300	1,400	1,400
CY Imp. from U.S.	970	1,250	1,500	970	1,350	1,000	1,000	1,000
CY Exports	2	1	0	2	0	0		
CY Exp. to U.S.	0	0	0	0	0	0		
TS=TD			0			0		0

(1000 HA) (1000 MT) (1000 MT)

		2007			2008		20	09	
	2	007/2008	3		2008/2009		2009/	/2010	
Oilseed, Palm Kernel Indonesia	Market Ye	ar Begin:	Oct 2005	Market Y	ear Begin:	Jun 2008	Market Year B	egin: Oct 2007	
indonesia	Annual Data Displayed	9	New Post	Annual Data Displayed		New Post	Annual Data Displayed	Jan	
			Data			Data		Data	
Area Planted	0	5,900	5,900	0	6,500	6,500		7,200	(1000 HA)
Area Harvested	3,250	4,200	4,200	3,250	4,500	4,500		5,000	(1000 HA)
Trees	0	0	0	0	0	0		0	(1000 TREES)
Beginning Stocks	65	65	65	60	75	60		130	(1000 MT)
Production	4,788	4,788	4,788	5,350	5,230	5,350		5,700	(1000 MT)
MY Imports	0	0	0	0	0	0		0	(1000 MT)
MY Imp. from U.S.	0	0	0	0	0	0		0	(1000 MT)
MY Imp. from EU	0	0	0	0	0	0		0	(1000 MT)
Total Supply	4,853	4,853	4,853	5,410	5,305	5,410		5,830	(1000 MT)
MY Exports	50	110	50	90	150	100		120	(1000 MT)
MY Exp. to EU	0	0	0	0	0	0		0	(1000 MT)
Crush	4,688	4,618	4,688	5,110	4,985	5,110		5,480	(1000 MT)
Food Use Dom. Cons.	0	0	0	0	0	0		0	(1000 MT)
Feed Waste Dom. Cons.	55	50	55	65	70	70		80	(1000 MT)
Total Dom. Cons.	4,743	4,668	4,743	5,175	5,055	5,180		5,560	(1000 MT)
Ending Stocks	60	75	60	145	100	130		150	(1000 MT)
Total Distribution	4,853	4,853	4,853	5,410	5,305	5,410		5,830	(1000 MT)
CY Imports	0	0	0	0	0	0		0	(1000 MT)
CY Imp. from U.S.	0	0	0	0	0	0		0	(1000 MT)
CY Exports	0	0	0	90	0	0		0	(1000 MT)
CY Exp. to U.S.	0	0	0	0	0	0		0	(1000 MT)

TS=TD		0		0		0

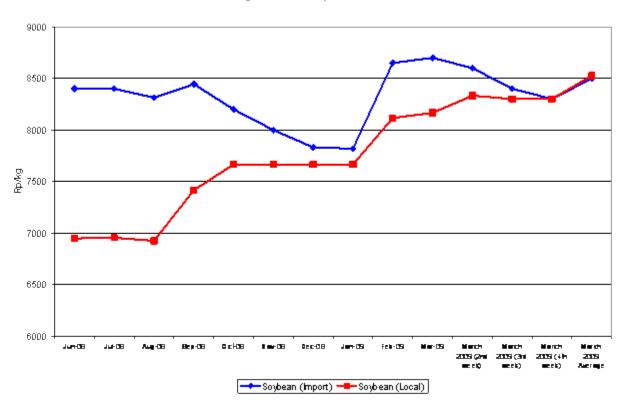
		2007			2008		200		
	:	2007/200	8		2008/2009	)	2009/		
Oilseed, Copra	Market Ye	ear Begin	: Oct 2007	Market Year Begin: Oct 2008			Market Year Be		
	Annual Dat Displayed	Annual Data Displayed		Annual Data Displayed		New Post	Annual Data Displayed	Jan	
			Data			Data		Data	
Area Planted	0	4,000	4,000	0	4,000	4,000		4,000	(1000 HA)
Area Harvested	0	3,200	3,200	0	3,200	3,200		3,200	(1000 HA)
Trees	0	0	0	0	0	0		0	(1000 TREES)
Beginning Stocks	4	4	4	11	31	11		21	(1000 MT)
Production	1,500	1,500	1,500	1,600	1,600	1,600		1,600	(1000 MT)
MY Imports	0	0	0	0	0	0		0	(1000 MT)
MY Imp. from U.S.	0	0	0	0	0	0		0	(1000 MT)
MY Imp. from EU	0	0	0	0	0	0		0	(1000 MT)
Total Supply	1,504	1,504	1,504	1,611	1,631	1,611		1,621	(1000 MT)
MY Exports	28	40	28	30	50	30		40	(1000 MT)
MY Exp. to EU	0	0	0	0	0	0		0	(1000 MT)
Crush	1,457	1,425	1,457	1,550	1,500	1,550		1,550	(1000 MT)
Food Use Dom. Cons.	0	0	0	0	0	0		0	(1000 MT)
Feed Waste Dom. Cons.	8	8	8	10	10	10		10	(1000 MT)
Total Dom. Cons.	1,465	1,433	1,465	1,560	1,510	1,560		1,560	(1000 MT)
Ending Stocks	11	31	11	21	71	21		21	(1000 MT)
Total Distribution	1,504	1,504	1,504	1,611	1,631	1,611		1,621	(1000 MT)
CY Imports	0	0	0	0	0	0		0	(1000 MT)
CY Imp. from U.S.	0	0	0	0	0	0		0	(1000 MT)
CY Exports	25	30	25	30	40	40		0	(1000 MT)
CY Exp. to U.S.	0	0	0	0	0	0		0	(1000 MT)
TS=TD			0			0		0	1

	2007			2008		2009		
	2007/2008			2008/2009	ı	2009/2010 Market Year Begin: Jan 2010		
Market Yo	ear Begin:	Jan 2008	Market Y	ear Begin:	Jan 2009			
Annual Dat Displayed	ta	New Post	Annual Data Displayed		New Post	Annual Data Displayed	Jan	
		Data			Data		Data	
0	0	0	0	0	0		0	
720	720	720	750	750	750		750	
33	33	33	24	24	24		40	
1,150	1,150	1,150	1,250	1,250	1,250		1,250	
272	165	272	230	180	230		250	
0	0	0	0	0	0		0	
0	0	0	0	0	0		0	
1,455	1,348	1,455	1,504	1,454	1,504		1,540	
13	11	13	13	0	13		15	
0	0	0	0	0	0		0	
63	63	63	65	65	65		70	
	Market Young Annual Data Displayed	2007/2008  Market Year Begin:  Annual Data Displayed  0 0 720 720 33 33 1,150 1,150 272 165 0 0 0 0 1,455 1,348 13 11 0 0	2007/2008     2007/2008	New Post   Annual Data   Displayed   Data   Data   Displayed   Data   Displayed   Data   Displayed   Data   Data	2007/2008   2008/2009	Market Year Begin: Jan 2008   Market Year Begin: Jan 2009	2007/2008   2008/2009   2009/2	

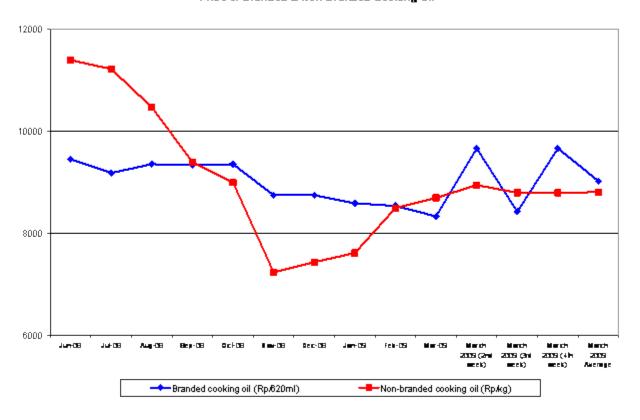
(1000 HA) (1000 MT) (1000 MT)

Food Use Dom. Cons.	1,295	1,200	1,295	1,318	1,300	1,318	1,350	(1000 MT)
Feed Waste Dom. Cons.	60	50	60	68	60	68	70	(1000 MT)
Total Dom. Cons.	1,418	1,313	1,418	1,451	1,425	1,451	1,490	(1000 MT)
Ending Stocks	24	24	24	40	29	40	35	(1000 MT)
Total Distribution	1,455	1,348	1,455	1,504	1,454	1,504	1,540	(1000 MT)
CY Imports	272	165	272	230	0	0	0	(1000 MT)
CY Imp. from U.S.	0	0	0	0	0	0	0	(1000 MT)
CY Exports	13	11	13	13	0	0	0	(1000 MT)
CY Exp. to U.S.	0	0	0	0	0	0	0	(1000 MT)
TS=TD			0			0	0	

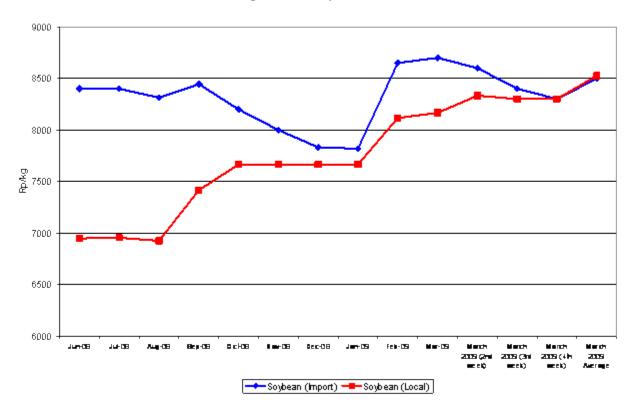
## Soybean Price Import & Local



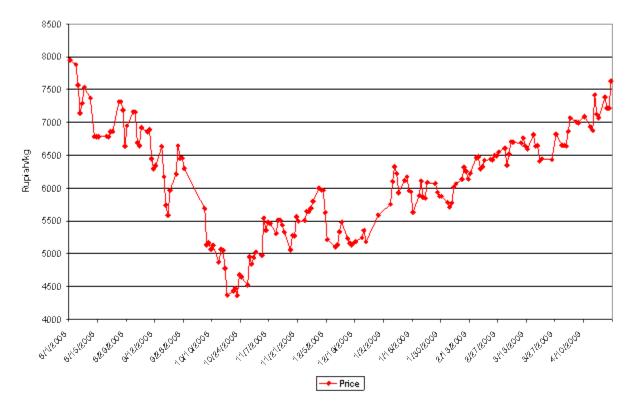
## Price of Branded & Non-Branded Cooking Oil



## Soybean Price Import & Local



### CPO Spot Price Medan Port



## Bulk Cooking Oil Spot Price Jakarta Port

